

# MINNESOTA



## 2015 Business Expansion Projects



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*Minnesota*  
Department of Employment and Economic Development

2015 Minnesota

BUSINESS EXPANSION PROJECTS

# BY THE NUMBERS

PROJECTS:

**87**

JOB'S CREATED:

**6,596**

CORPORATE  
INVESTMENTS:

**\$668.7  
Million**

# ★ MINNESOTA ★

## AMERICA'S TOP STATE FOR BUSINESS



The CNBC business channel confirmed last year what many people in Minnesota already know: The state is a great place for business.

CNBC named Minnesota “America’s Top State for Business” in 2015, based on 60 measures of competitiveness, including the cost of doing business, workforce, economy, infrastructure and transportation, education, cost of living, access to capital, innovation, business friendliness and quality of life. Minnesota received the highest combined score when all the categories were added up.

Minnesota’s top category was education, where it ranked second, thanks in large part to some of the best-performing K-12 students in the country. Education has long been a point of pride in Minnesota, a key value that officials believe sets us apart from other states.

“Our schools, colleges and universities underpin our better workforce, higher-quality public services, healthier citizenry and superior quality of life,” said Gov. Mark Dayton.

Another category where Minnesota ranked high was quality of life, finishing third. Among other things, CNBC cited the state’s low crime rate, clean air and healthy residents.

The state’s overall economy also got a nod from CNBC, ranking fifth-best in the country. The state’s unemployment rate is among the lowest in the U.S. and its labor force participation rate consistently among the highest. Minnesota added more than 42,000 new jobs last year and has created more than 250,000 jobs since coming out of the recession. The state is home to 17 Fortune 500 companies, including Best Buy, UnitedHealth Group, Target, 3M and Hormel.

“The CNBC ranking underscores Minnesota’s ability to offer the complete package to businesses with an emphasis on a talented, educated workforce that is encouraging growth throughout the state,” said Commissioner Katie Clark Sieben of the Minnesota Department of Employment and Economic Development.

“What it is about Minnesota that draws people and draws business here is great people, a very well-educated workforce and highly-productive workers. The bottom line for businesses is profitability, and it has been proven here that Minnesota businesses do very well.”

— Mark Dayton, Governor of Minnesota

## Alexandria Extrusion Co.

### ALEXANDRIA

The Alexandria-based aluminum extrusion business plans to spend \$4 million to build a 38,000-square-foot addition. The company expects to create 15 jobs paying an average wage of \$16.50 an hour. Extrusion is a process for shaping material, such as aluminum, by forcing it to flow through a shaped opening in a die. Alexandria Extrusion markets its products to companies in a variety of industries, including electronics, medical equipment, power tools, telecommunications and transportation.



## Andersen Corp.

### COTTAGE GROVE AND NORTH BRANCH

Andersen Corp., the country's largest window and door manufacturer, said it was investing more than \$45 million in facilities and equipment in a major expansion of its Cottage Grove and North Branch operations. The expansion will support the future growth of the company's Renewal by Andersen window replacement business. About 200 jobs are expected to be created.



## Sil-Pro

### DELANO

The contract medical device manufacturer unveiled plans for an \$11 million expansion of its corporate campus in Delano. Sil-Pro, which specializes in developing and manufacturing silicone and thermoplastic medical devices and components, said it will add 57,000 square feet to an existing building at 751 Seventh St. S. The company expects to create 104 jobs paying an average wage of \$19.60 an hour within three years.



"Sil-Pro's expansion will create more good jobs for Minnesotans and further strengthen Minnesota's position as a medical device industry leader."

— Tina Smith  
Lieutenant Governor of Minnesota

## Viracon

### OWATONNA

Viracon, an Owatonna-based manufacturer of high-performance architectural glass for the commercial sector, is building a \$50 million addition that will help the company meet demand for larger glass panels. The 300,000-square-foot facility will contain new manufacturing technology, fabrication equipment and automation. The project, which is expected to be completed next year, will bring Viracon's total footprint in Owatonna to 1.5 million square feet. Viracon has more than 1,500 employees in Owatonna and expects to add another 100 positions when the addition is completed. The company's products have been installed on numerous buildings nationwide, including the new Minnesota Vikings stadium in downtown Minneapolis.



## Cirrus Aircraft Corp.

### DULUTH

Aircraft manufacturer Cirrus said it will build a new \$12.7 million painting and finishing facility and create 150 jobs, bringing the company's total workforce in Duluth to about 825. The 68,000-square-foot building will be built in the Duluth Airport Industrial Park, near the existing Cirrus facility. Total expansion costs will be nearly \$16 million, including the new building, infrastructure and equipment. Officials said the expansion is being driven by growing customer demand for the company's aircraft, including the new \$2 million Vision SF50 jet, which Cirrus expects to begin delivering in the second half of the year.



“Of course, you know how we feel about our employees up here. We’ve got the best employees in the world, and when it comes to manufacturing, nobody out-manufactures us. That’s why we’re the envy of the industry.”

— Bill King  
Vice President of Business and Administration  
Cirrus Aircraft Corp.

# 2015 Minnesota Business Expansion Projects

## PROJECT SNAPSHOT: SMITHS MEDICAL

**Company:** Smiths Medical

**Headquarters:** Plymouth

**Industry:** Medical device manufacturer

**Investment:** \$7.54 million

**Job Commitment:** 162 new jobs at nearly \$45 an hour

When Arden Hills-based medical device manufacturer Smiths Medical went looking for a bigger headquarters a few years ago, the company cast a wide net, including looking outside the state.



In the end, Smiths chose to remain in the Twin Cities, announcing that it would relocate its headquarters and non-manufacturing staff to an existing 182,000-square-foot building in the Bass Creek Business Park in Plymouth. The company said it would move 400 current employees to the new site and add 162 jobs paying an average wage of \$45 an hour.

Keeping Smiths Medical in Minnesota was a big deal and a testament to the strength of the medical device sector in the state. Minnesota has more than 29,000 people working in the industry – second only to California.

President and CEO Jeff McCaulley said the company wanted to remain in the Twin Cities because of the region's healthy economy and available pool of talent.

Smiths Medical, a subsidiary of London's Smiths Group PLC, manufactures and sells drug-infusion pumps and consumable medical products like catheters and needles to hospitals and surgical centers around the world. The business also sells a range of medical products for the military and veterinarians.

The company has operations in more than 30 countries and sells medical products in about 120 international markets.

"The new facility will allow us to create a modern and engaging work environment, while the decision to consolidate in the Twin Cities allows us to capitalize on the great talent and business environment in the region."

– Jeff McCaulley  
President and CEO of Smiths Medical

## Werner Electric

### COTTAGE GROVE

Electrical supply distributor Werner Electric said it will expand its operations in the Cottage Grove Business Park and add 70 jobs. The 96-year-old company plans to add 45,000 square feet to its warehouse and another 15,000 square feet of office space to handle finance, purchasing, pricing, human resources and other administrative responsibilities. The company expects to invest \$4 million in the construction phase of the project. Werner officials said they need to expand to accommodate rapid growth. Company revenue has nearly doubled since 2010.



## Uponor

### APPLE VALLEY

Uponor, which makes plumbing, heating and cooling systems for the global market, said it will invest \$18 million to expand operations at the company's North American headquarters in Apple Valley. The company said it will add 88,000 square feet of manufacturing and office space to an existing building and hire 100 additional workers, bringing total employment in the Twin Cities to 600. Company officials said the expansion will accommodate Uponor's growing production needs for the next two to three years.



## Arctic Cat

### THIEF RIVER FALLS AND ST. CLOUD

Minneapolis-based Arctic Cat Inc., which makes snowmobiles and other off-road vehicles, said it planned to create 50 jobs and invest nearly \$27 million to expand manufacturing facilities in Thief River Falls and St. Cloud. The company will add a new state-of-the-art production line in Thief River Falls and expand its engine manufacturing operations in St. Cloud in response to growing product demand.



“We are grateful to the cities of Thief River Falls and St. Cloud, and the state of Minnesota, for their support as we invest in our shared future.”

— Christopher Metz  
President and CEO of Arctic Cat

# Angel Tax Credit Program



The Angel Tax Credit Program is setting the stage for the next generation of companies in Minnesota. Last year, 114 startups in the program attracted more than \$70 million in investments.

Under the program, qualified investors receive a state tax credit of 25 percent for investing at least \$10,000 in qualified businesses. Every \$1 in tax credits awarded to private investors generates \$4 in investments for startup businesses.

The program has been a huge success since it was launched in 2010, attracting nearly \$320 million for business startups. That's capital that otherwise would not have been available to unproven startups that often struggle to get funding from traditional sources like banks.

Here are some promising Minnesota businesses that were funded last year:

## **Vios Medical Inc.**

The St. Paul company raised \$1.5 million through the program in 2015. The women-owned business is developing a system for monitoring a patient's vital signs using wireless technology.

## **75F**

75F, a Burnsville company that uses wireless technology to reduce commercial heating and cooling costs, attracted \$555,000 in investments through the program last year. The company, which was launched in Mankato in 2007 by CEO Deepinder Singh, uses wireless sensors and other technology to automatically adjust temperatures in commercial buildings, based on whether people are in the area, weather data and other factors. The company won the Minnesota Cup grand prize in 2014.

## **MyMeds Inc.**

Minneapolis-based MyMeds is a secure cloud-based web and mobile application that helps people manage their schedules for taking medications. The business raised \$1.6 million through the program last year.

## Amazon.com

### SHAKOPEE

Amazon.com announced plans to open its first facility in Minnesota – a massive 820,000-square-foot distribution center and warehouse in Shakopee. Orders will be packed and shipped at the \$220 million facility, which is set to open this fall. About 1,000 people will be employed at the center. The center is part of an effort by the Seattle-based online retailer to offer faster service in the Twin Cities.



## Grede Holdings

### ST. CLOUD

Grede Holdings completed a \$17.5 million expansion of its foundry in St. Cloud last year. The company added 32,000 square feet to the facility and plans to hire another 30 workers, bringing total employment to 350. The foundry, which was founded in 1991, produces ductile iron castings for automotive, truck and industrial equipment. Company officials say the foundry is one of the premier metal casting facilities in the world and was named Grede's plant of the year in two of the previous three years.



## Lifecore Biomedical

### CHASKA

The biomaterials manufacturing firm planned to invest \$18 million and create 68 jobs in an expansion of its facilities in Chaska. The company's plans include expanding an existing facility at 3515 Lyman Blvd. by 25,000 square feet to create room for a medical manufacturing cleanroom and quality control laboratory. The new jobs will pay an average hourly wage of \$27.17.



## Sportech

### ELK RIVER

Sportech Inc. announced plans in July to increase its workforce by 43 employees and invest \$6.5 million in an expansion of its manufacturing facilities in Elk River. The company, which makes windshields, body panels and screen print parts for motorcycles, snowmobiles, all-terrain vehicles, and other recreational and utility vehicles, plans to build a 105,000-square-foot production facility, with room to expand. The new jobs will pay an average hourly wage of nearly \$16.



# Minnesota Cup – Astro-HQ

## Minnesota Cup: Encouraging Business Innovation

Minnesota and innovative ideas go hand in hand. The mechanical heart valve, supercomputer, black box, snowmobile and Scotch Tape are among the many products that were invented in the state.

The Minnesota Cup is keeping that spirit of innovation alive. The nation's largest business competition awards tens of thousands of dollars in prize money each year to Minnesota entrepreneurs with great ideas that can be turned into business opportunities.

Last year's Minnesota Cup winner was Minneapolis-based venture Astro-HQ. The company, launched by former Apple employees Matt Ronge and Giovanni Donelli, was lauded for its innovative new software called Astropad.

Astropad enables artists and designers to use their iPhones and iPads as graphic tablets. The software is aimed at users who need computer-connected tablets for drawing, painting or photo retouching but cannot afford high-quality graphics tablets. Astropad also works with all pressure-sensitive stylus pens for iPad and iPhone.



Scott Litman, co-founder of the Minnesota Cup, said officials were impressed with the new app and saw great potential for the business to succeed. "Our judges were struck by Astropad's unique vision, well-honed presentation skills and comprehensively prepared business plan. We look forward with excitement to watch this innovative idea grow into a dynamic business with real-world impact, including local job growth," he said.

Astro-HQ co-founder Ronge said winning the contest means everything in terms of advancing the company and its brand.

More than 1,300 participants entered last year's 11th annual Minnesota Cup competition, with awards presented in several categories. Astro-HQ won \$30,000 in the contest's high-tech division and later took home another \$50,000 as the grand prize winner. In addition, the company will receive services to help guide its growth.

## Mendell Inc.

### LAKEVILLE

Mendell, Inc. announced plans to expand its operations in Lakeville and add 25 full-time jobs. The company said it will spend \$2.36 million to renovate an existing facility at 21463 Grenada Ave. and build an 18,700-square-foot addition. Mendell is a precision medical life sciences company that manufactures custom implants for the orthopedic, orthopedic spine and cardiovascular markets.



## Rahr Corp.

### SHAKOPEE

Rahr Corp., which produces and distributes malt and other related brewing supplies to customers around the world, launched a \$68 million expansion project that included the construction of four new facilities: a malt house, pilot brewery and technical center, maintenance warehouse, and distribution center. Once the project is completed, the company's headquarters in Shakopee will be the largest single-site malting facility in the world. Rahr, which was founded in 1847 by German immigrant and brewer William Rahr, is owned and operated by the fifth and sixth generations of the Rahr family.



## Fast Manufacturing

### WINDOM

The manufacturer of sprayers and applicators for agricultural use will invest \$4.2 million over the next several years in machinery and equipment upgrades at its manufacturing facility, along with additional site improvements. The expansion will include 143 jobs paying an average wage of \$19 per hour.



## Post Holdings

### LAKEVILLE

Post Holdings moved its cereal headquarters to Lakeville after acquiring the Minnesota-based maker of Malt-O-Meal for \$1.15 billion. Post's cereal headquarters had been based in New Jersey. The company said it will save about \$50 million a year by combining operations in Minnesota. Post's main headquarters will remain in St. Louis. The company's cereal brands include Honey Bunches of Oats, Raisin Bran, Grape-Nuts and Honeycomb.



# MINNESOTA • 2015 BUSINESS EXPANSION PROJECTS

Account Name	City	Industry	New Jobs
3M Co	Maplewood	Manufacturing	
Abdallah's Inc	Burnsville	Manufacturing	
Ability Network	Minneapolis	Professional Services	167
Accurate Home Care LLC	Otsego	Health Care/ Social Assist	
ADM Alliance Nutrition	Glencoe	Manufacturing	
Alexandria Extrusion Co	Alexandria	Manufacturing	15
Ally Financial	Shoreview	Finance & Insurance	250
Amazon.com	Shakopee	Warehousing	1000
American Logistics	Cottage Grove	Transportation	70
Amerisource Bergen	Eden Prairie	Warehousing	
Andersen Corp	Cottage Grove	Manufacturing	200
Andersen Corp	North Branch	Manufacturing	100
Anderson Crane - Litchfield	Litchfield	Manufacturing	13
Anytime Fitness	Hastings	Arts/ Entertainment/ Rec	60
Arctic Cat Inc	Thief River Falls	Manufacturing	39
Arctic Cat Inc	St Cloud	Manufacturing	10
BioSig	Golden Valley	Manufacturing	12
Blattner Energy	Avon	Construction	12
Blue Cross Blue Shield of Minnesota	Minneapolis	Finance & Insurance	100
Calyxt	New Brighton	Agriculture	75
Cardio3 BioSciences	Rochester	Manufacturing	33
Caterpillar Paving Products Inc	Brooklyn Park	Manufacturing	31
CHS Inc	Inver Grove Heights	Agriculture	
Cirrus Design Corporation	Duluth	Manufacturing	150
CMCU	Melrose	Finance & Insurance	30
Comcast Cable	St Paul	Information	
Creganna Medical	Plymouth	Manufacturing	50
Dedicated Networks Inc	Ramsey	Manufacturing	30
Design Ready Controls	Brooklyn Park	Manufacturing	25
Dubow Textile Inc	St Cloud	Manufacturing	20
Ecolab Inc	St Paul	Manufacturing	
Faribault Foods Inc	Minneapolis	Manufacturing	6
FAST Manufacturing	Windom	Manufacturing	143
FedEx Ground	Brainerd	Transportation	
Field Nation	Minneapolis	Professional Services	
Flint Hills Resources	Rosemount	Manufacturing	
Gold'N Plump	Cold Spring	Manufacturing	
Gopher Sport	Owatonna	Manufacturing	12
Grede LLC	St Cloud	Manufacturing	30
Gypsoil Blendable Pelleted Gypsum	Winona	Manufacturing	20
Henry's Foods	Alexandria	Warehousing	
Innovative Food Processors	Faribault	Manufacturing	
Intereum	Plymouth	Professional Services	

Account Name	City	Industry	New Jobs
JAMF Software	Minneapolis	Professional Services	50
Japs-Olson Company	St Louis Park	Manufacturing	150
King Solutions Inc	Dayton	Other Services	
LEI Packaging	Chisago City	Manufacturing	25
Life Fitness	Ramsey	Manufacturing	
Lifecore Biomedical	Chaska	Manufacturing	68
Mayo Clinic Health System	Rochester	Health Care/ Social Assist	
Mendell Machine & Mfg Inc	Lakeville	Manufacturing	25
Monsanto Company - Glyndon	Glyndon	Agriculture	4
Monsanto Company - Olivia	Olivia	Agriculture	5
Nilfisk	Brooklyn Park	Manufacturing	
P&F Machining	Dayton	Manufacturing	17
Polaris Industries Inc	Wyoming	Manufacturing	90
PricewaterhouseCoopers	Minneapolis	Professional Services	
Prime Therapeutics	Eagan	Finance & Insurance	375
Qumu	Edina	Information	17
Rahr Corporation	Shakopee	Manufacturing	28
Recombinetics Inc	St Paul	Professional Services	10
Renewal by Andersen - Cottage Grove	Cottage Grove	Construction	200
Ryan Companies	Minneapolis	Construction	
Saint Paul Pioneer Press	St Paul	Information	
Siteimprove Inc	Bloomington	Professional Services	
SkyWater Search Partners Inc	Minnetonka	Professional Services	24
SmartThings	Minneapolis	Manufacturing	
SnoBear - Minnesota	Isanti	Manufacturing	25
Sportech Inc	Elk River	Manufacturing	43
SSB Manufacturing	Lakeville	Manufacturing	
Summit Orthopedics Ltd Admn	Woodbury	Health Care/ Social Assist	
SunOpta Inc	Edina	Manufacturing	
SunOpta Inc	Edina	Manufacturing	22
Target Corp	Minneapolis	Retail	500
The Bernard Group	Chaska	Manufacturing	240
Toro Company - Windom	Windom	Manufacturing	25
Treasure Island Resort & Casino	Welch	Arts/ Entertainment/ Rec	20
United Healthcare Services Group Inc	Minnetonka	Health Care/ Social Assist	1700
Uponor Corporation	Apple Valley	Manufacturing	100
Urban Organics	St Paul	Agriculture	
Verndale Custom Builders	Verndale	Manufacturing	
Vision-Ease Lens	Ramsey	Manufacturing	
WAND Corporation	Eden Prairie	Manufacturing	
Werner Electric Supply	Cottage Grove	Manufacturing	70
When I Work	St Paul	Information	60
Young American Corporation	Chanhassen	Admin & Support Services	